



Commission Plan

Your Customers Deserve To Know

They're Throwing Money Down The Drain

- ▶ **Do your Customers pay sales or margin based commissions, royalties, bonuses or other compensation to their sales force (1099 contractors or employees)?**
- ▶ **Are they paying commissions to a distribution network, to business partners, or even to resellers, brokers or agents?**
- ▶ **Do your Customers pay manufacturer spiffs to distributors who sell their products?**
- ▶ **Do they need to track and pay rebates to their own customers?**

Your Customers should not be fighting with clumsy Excel spreadsheets, meaningless reports and outdated systems in order to calculate and pay commissions. NOW there's an affordable solution to completely automate their entire commission process right inside of Microsoft Dynamics GP.

Which **COMMISSION PLAN** solution is right for YOUR Customers?

Commission Plan KEYSTONE is designed to intuitively automate commission calculations, payouts, and distribution of personalized commission reports. Your Customers will easily create and customize their commission system while managing the changes that affect their entire sales force. Your Customers will stay in control of their compensation program, while reducing the cost to manage it.

Commission Plan APEX is for companies with highly intricate commission structures that require sophisticated calculation and management tools. For example, if your Customer uses quotas or tier-based sliding scales, or uses data collected by an outside source such as Microsoft CRM or Salesforce.com, then Commission Plan Apex will deliver the integration and scalability to meet their high demands.

Both Commission Plan solutions provide a solid foundation for processing commissions; however, if you answer **YES** to any of these questions, Commission Plan Apex is your Customer's ideal solution.

1. Are your Customer's commissions calculated based on quotas such as accelerators, milestones or thresholds?
2. Does your Customer assign tiered commission rates based on price, margin, price level, quantity or any other criteria?
3. Are any individual salespeople paid multiple times for a sales document, as in paying them once as the sales rep and once again as the sales manager?
4. Does your Customer need to import/integrate commission data into Microsoft Dynamics GP from an outside source where sales data is collected?
5. Would your Customer like to automatically reduce commissions for overdue invoices?

For more information or to schedule a customized demo, please contact the EthoTech Sales Team.